

Headquarters U.S. Air Force

Integrity - Service - Excellence

AIR FORCE SMALL BUSINESS PROGRAM



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SAF/SB

U.S. AIR FORCE



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USAF Small Business Program Mission Statement

Promote effective outreach, acquisition
policies and practices that assist,
encourage and provide maximum
opportunities for small businesses
....interested in doing business with
the Air Force



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Strategic Goals

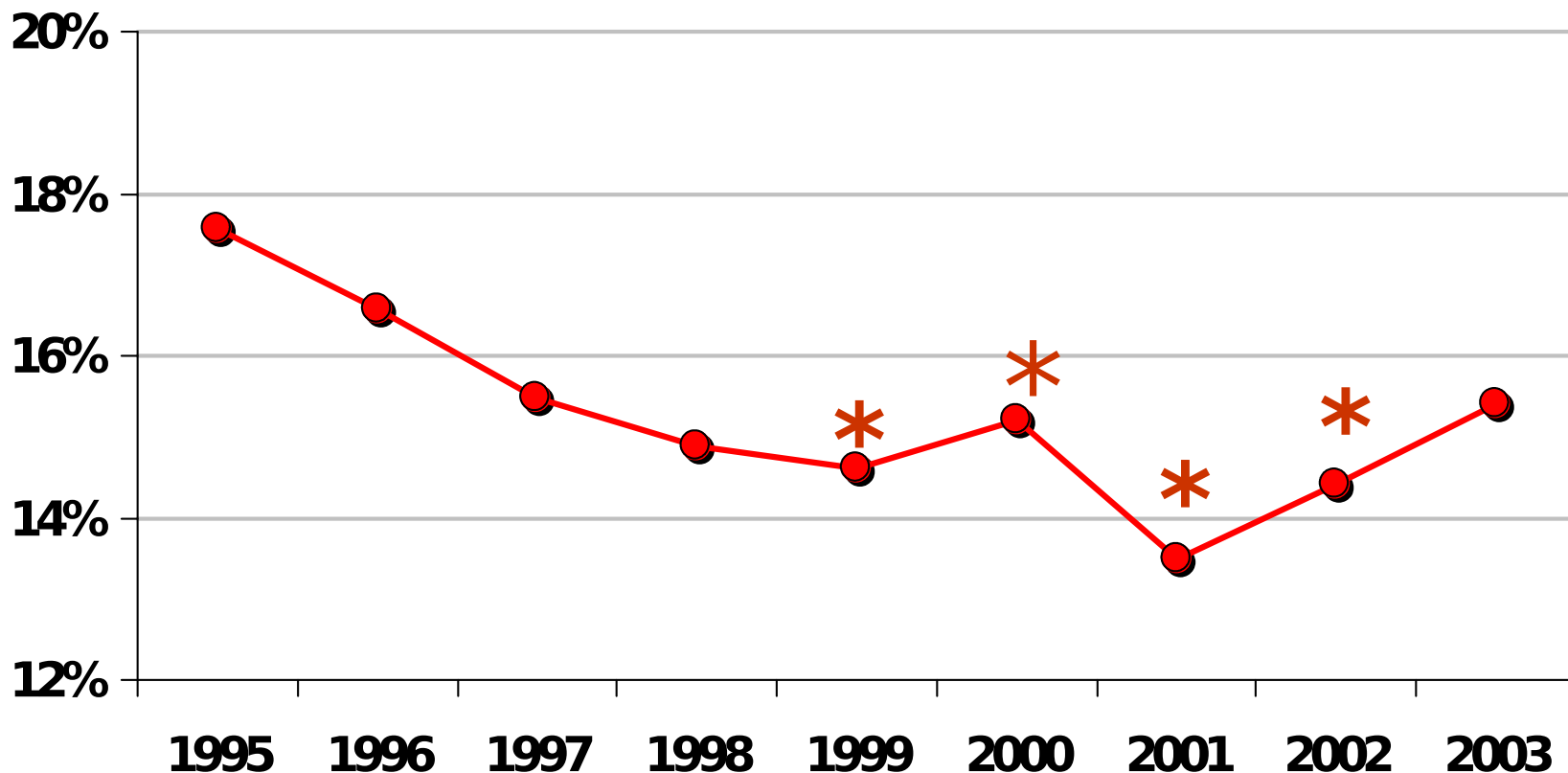
- **Maximize Prime Contract Awards to Small Business**
- **Develop and maintain a World Class Small business Professional Development, Education and Training Program**
- **Improve HBCU/MI Participation in Air Force Programs**
- **Enhance the effectiveness of the Small Business Program through the use of Data Analysis and Performance Integration**



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Air Force Small Business Contract Awards

(Percent of Contract Dollars Awarded)



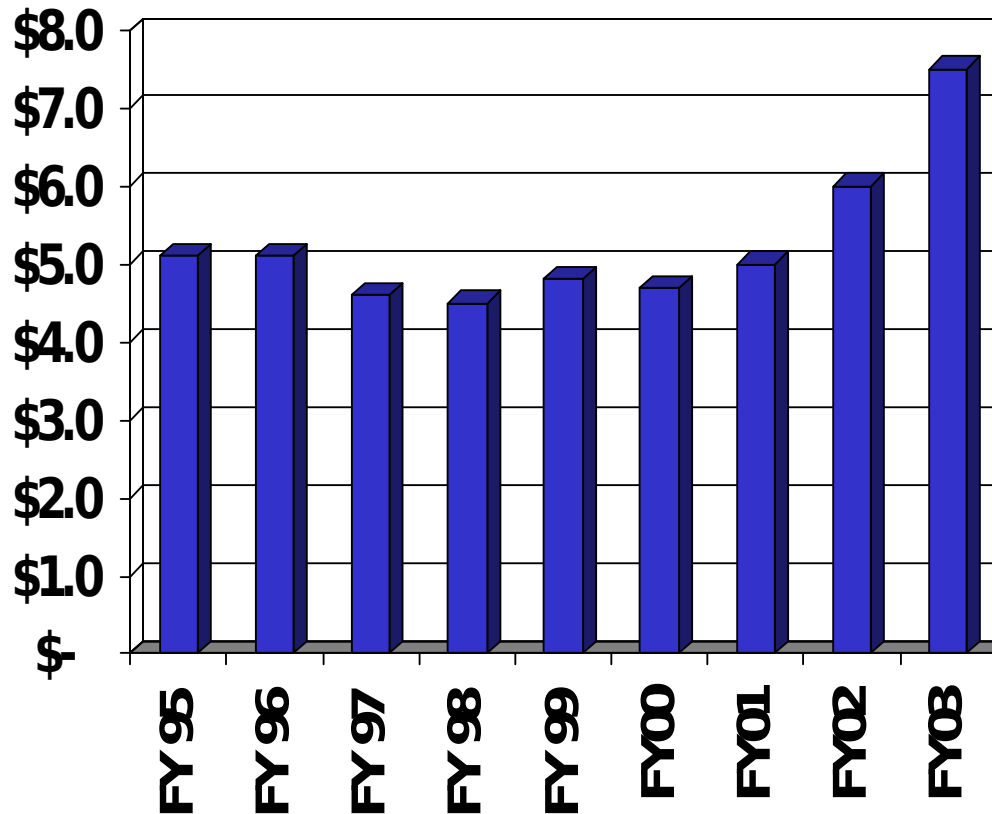
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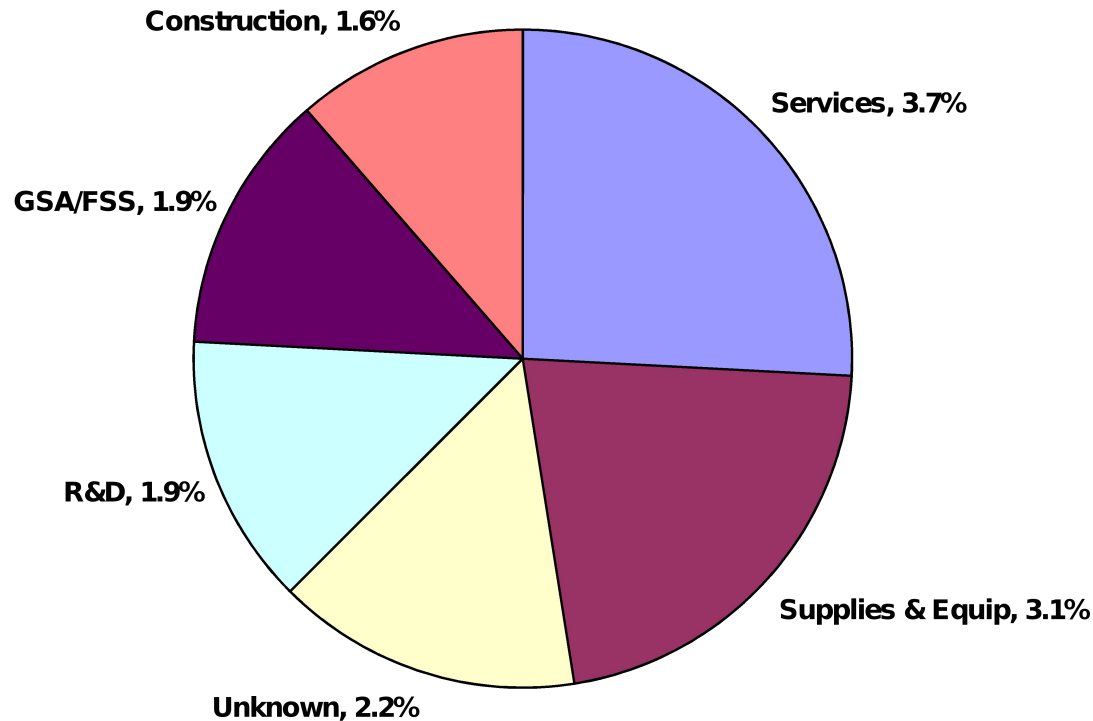
SB Actual Contract Awards (\$ in Billions)



*(Data Sources: DIOR for FY 95-00; J001 for FY 01-02)

Small Business Participation by Category

**Contribution to SB 14.4% Metric
By Category (FY02)**

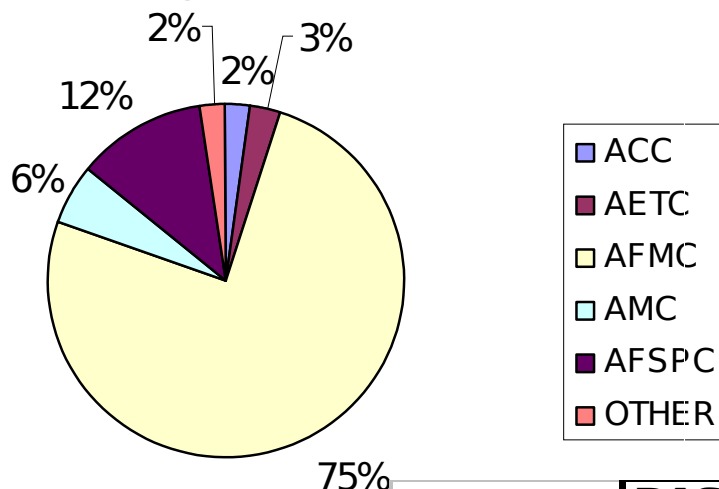




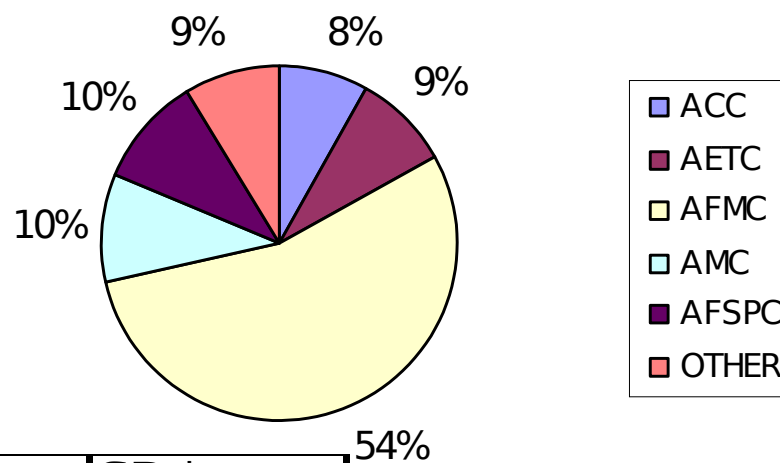
Distribution by Command

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Base
\$41,576,425



SB
\$6,003,022



	BASE \$	SB \$
ACC	\$910,814	\$471,257
AETC	\$1,127,798	\$516,698
AFMC	\$30,219,986	\$3,205,221
AMC	\$2,209,277	\$584,372
AFSPC	\$4,752,074	\$585,312
OTHER	\$947,838	\$511,448
AF	\$41,576,425	\$6,003,022

*(Data Source: J001 for FY 01-02)

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Where the Dollars Go

Large Business “Drivers”

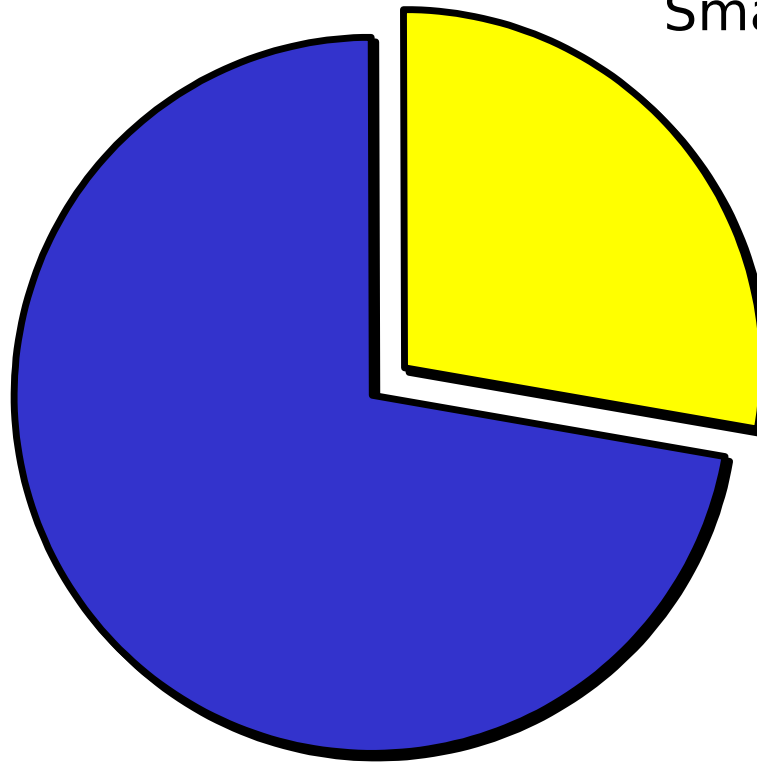
- Airframes
- Engines
- Missiles
- Electronics

\$30.1B

Small Business Opportunities

- Services
- Construction
- Small Purchases
- General Products

\$11.4B



Source: J001
Data

* FY2002 Contract Awards to U.S. Firms by claimant code

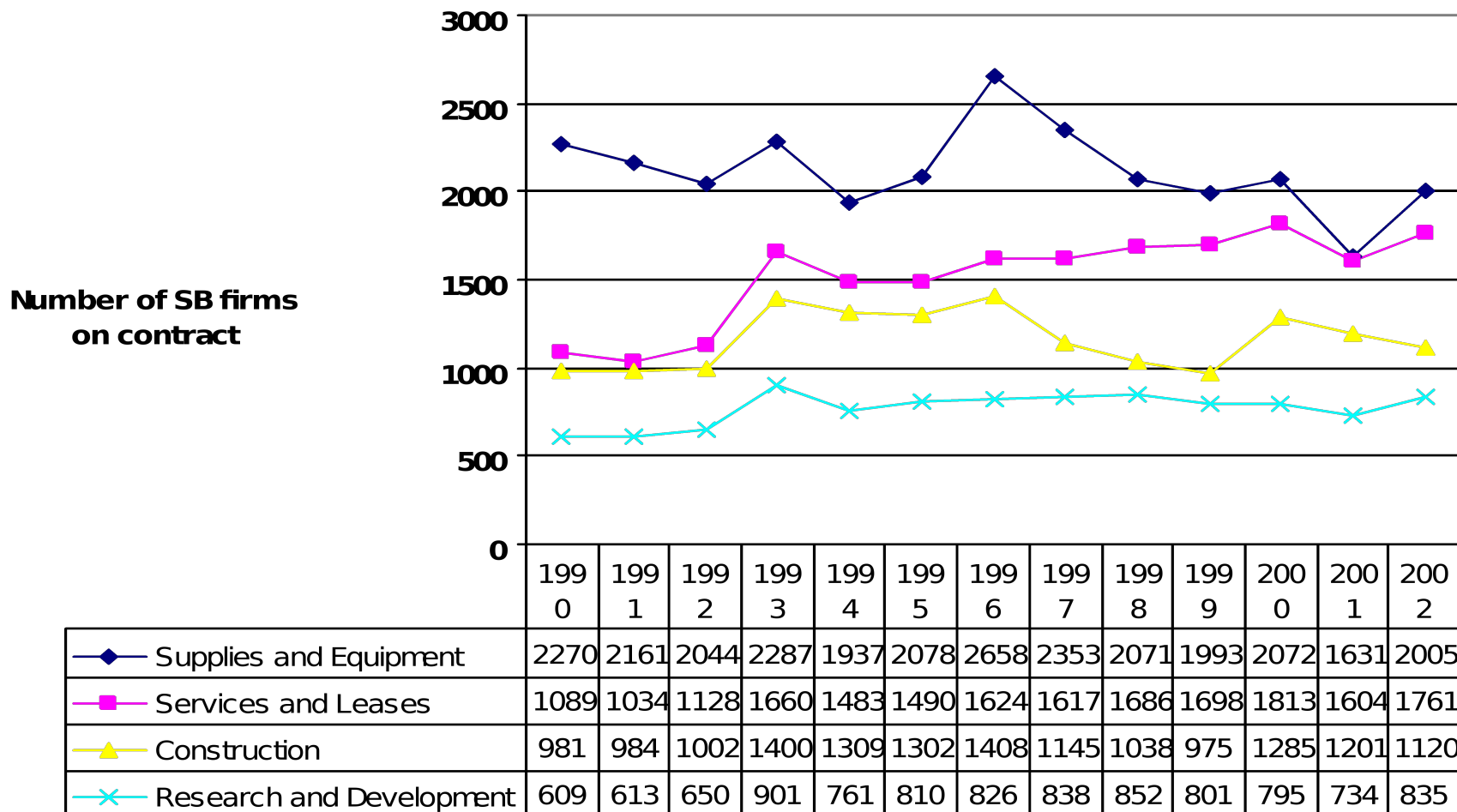


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Number of Small Business firms on Contract

Project 3 Slide 2

Number of Small Businesses by Major Product Area





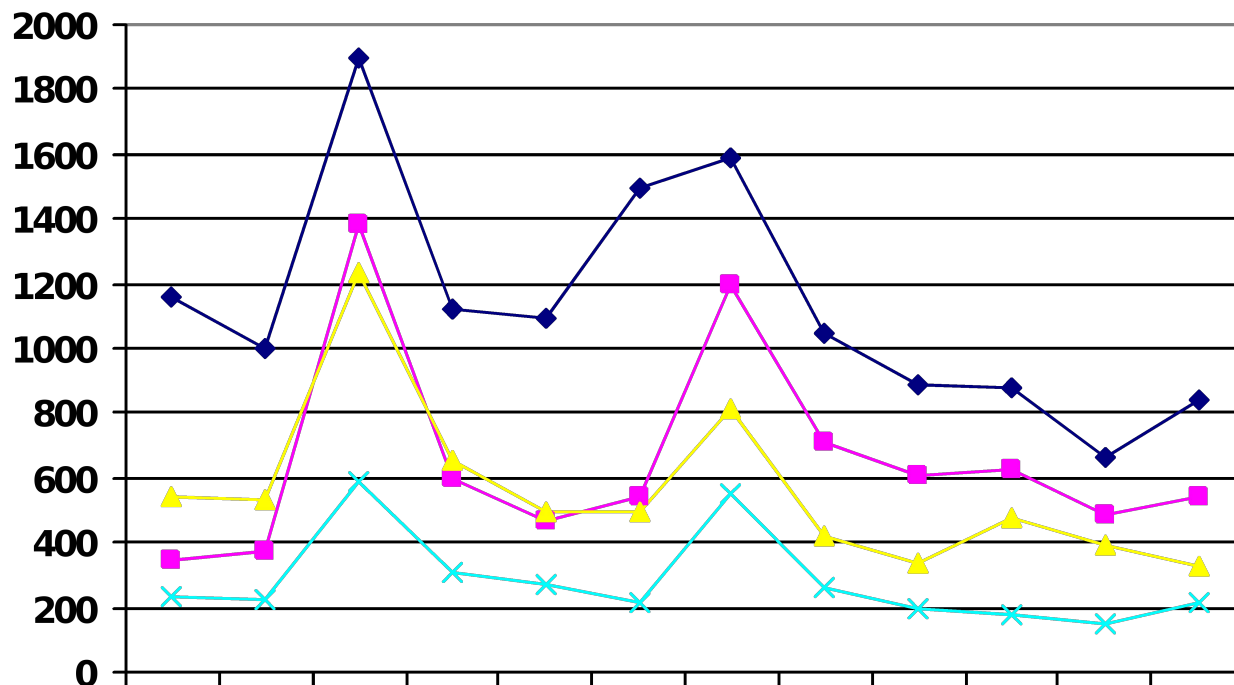
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Number of “New” Small Businesses on Contract

Project 4 Slide 2

Number of New Small Businesses by Major Product Area

Number of new SB firms on contract



	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002
◆ Supplies and Equipment	1157	1002	1894	1125	1092	1497	1593	1050	885	878	660	845
■ Services and Leases	346	372	1381	595	464	544	1196	707	611	629	488	538
▲ Construction	543	529	1235	654	499	498	814	421	340	477	389	327
✕ Research and Development	233	223	590	311	269	214	550	263	200	176	147	215

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Small Business Initiatives

- Coordinate Outreach and Communication
- Deliver Robust Learning Management Capability
- Increase Market Research Capacity
- Explore Small Business Strategic Sourcing
- Challenge Data and Analysis Process Team
- Integrate and Leverage Data Mining Initiatives



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Issue: Contract Bundling

- The Small Business Reauthorization Act requires each federal department and agency, to the maximum extent practicable (Implemented FAC 01-17):
 - Structure contracting requirements to facilitate competition by and among small business concerns, taking all reasonable steps to eliminate obstacles to their participation; and
 - Avoid unnecessary and unjustified bundling of contract requirements that may preclude small business participation in procurements as prime contractors.
 - Perform an analysis to show “substantial” savings on all “bundled” contracts.



Other Issues

- **Support for the Small Business Program is a leadership issue**
 - **Commanders at every level should actively seek strategies that enhance small business utilization**
- **Update the image of the Small Business Program**
 - **Outreach, Communication and Marketing are central to updating the small business brand within the Air Force and the Federal Government**
 - **Create comprehensive business intelligence across the enterprise**
 - **Vital to ensuring performance of the Small Business Program in achieving desired results outlined in strategic plans**
- **Corporate responsibility to utilize small business**
 - **Prime contractors share the responsibility for ensuring small business participate through aggressive subcontract planning and execution**

100 years of
AIRPOWER

Building on Dreams Keeping American Business Strong



Photo by Kevin Robertson, courtesy Lockheed Martin
Produced by Air Force News Service

Future Superiority

The F/A-22's multi-role mission
sustains U.S. air dominance